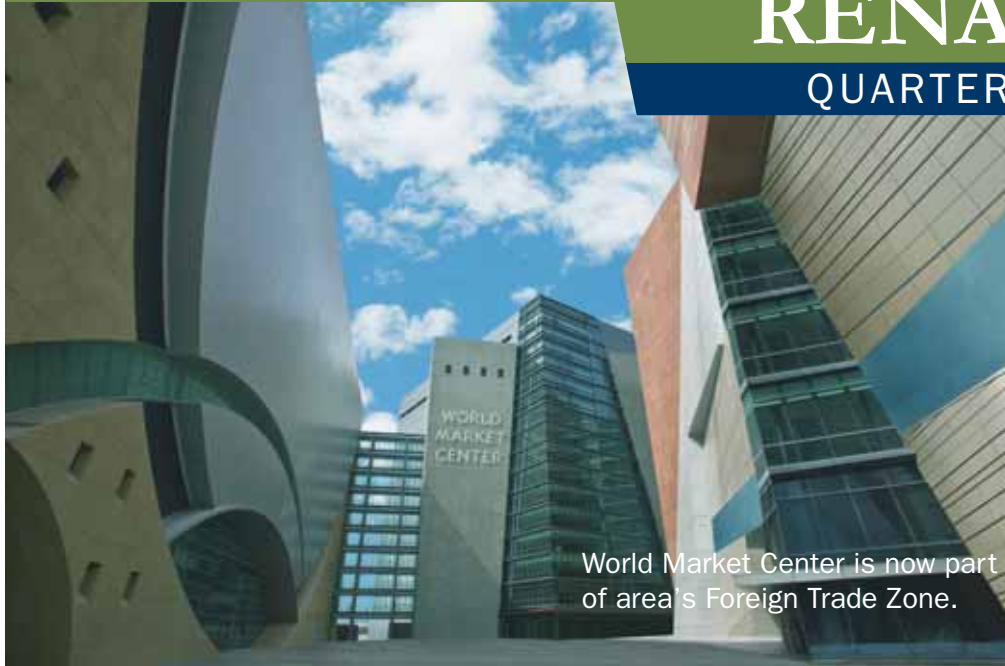


urban.

RENAISSANCE

QUARTERLY NEWSLETTER



World Market Center is now part of area's Foreign Trade Zone.

FOREIGN TRADE ZONE DESIGNATION APPROVED

THE REVITALIZATION OF DOWNTOWN Las Vegas recently took an evolutionary leap forward when the Foreign Trade Zone Board approved incorporating the **World Market Center Las Vegas (WMCLV)** and the soon-to-be-built **World Jewelry Center (WJC)** in Union Park as sites in Clark County's Foreign Trade Zone #89.

The **Las Vegas Redevelopment Agency** worked with the **Nevada Development Authority** and **Nevada International Trade Corporation** to make inclusion of the WMCLV and WJC in Foreign Trade Zone (FTZ) #89 a reality.

In April 2008, the WMCLV received an all-inclusive approval, which incorporates current and future buildings and tenants on their 57-acre site.

And while the groundbreaking is not scheduled until 2009, the WJC was

2 Setting New Gold Standard

3 Union Park Receives Gold

4 New Southern-Style Café

5 Economic Indicators

RDA HERALDS TWO MAJOR SUCCESSSES

YEARS OF EFFORT culminated in the successful opening of two **Redevelopment Agency** projects.

On Sept. 22, 2008, city officials, alumni and other VIPs celebrated the \$13.4 million refurbishment and reopening of the **Historic Fifth Street School** as a downtown cultural arts center. (Details and pictures are on page 9 of this newsletter.)

Two days later, on Sept. 24, 2008, a large yellow ribbon was snipped in recognition of the opening of a long-awaited new grocery store for the west Las Vegas community. (Further information and photos can be found on page 10.) ■

"Foreign Trade Zone," continued on page 12



OFFICE OF BUSINESS DEVELOPMENT

SETTING A NEW GOLD STANDARD

ORIGINALLY OPENED IN 1977, the downtown hotel-casino called the **Gold Spike** certainly had seen better days. But now, the gaming establishment that sits on the southeast corner of Ogden Avenue and Fourth Street in downtown Las Vegas is being given a second chance.

We spoke this fall with **Michael Crandall**, director of business affairs for **The Siegel Group Nevada, Inc.**, owner and managing principal for the Gold Spike. The company bought the hotel-casino in January 2008 for \$21 million and anticipates investing between \$4.5 - \$5 million to upgrade, renovate and enhance the Gold Spike.

The Siegel Group also purchased and plans to join the adjacent, \$5 million, 58-room Travel Inn to complement and enlarge the Gold Spike property. Once merged, the property will encompass approximately 1.5 acres.

Q: What improvements have been made to date on the Gold Spike?

A: We've logically concentrated our first efforts on the casino area. To date, we've expended over \$2 million to renovate this area of the Gold Spike. Improvements made include adding new carpet, paint and finishes for the entire casino floor and hotel-casino complex. In addition, we've upgraded many things the customer won't see; these include a new HVAC and ventilation system, as well as completely new electrical wiring throughout. We've also updated crucial safety elements such as the fire sprinkler system, which includes the addition of a fire pump. We have introduced updated slot machines throughout, as well as added a



Gold Spike's refurbished casino area.

brand new security booth, front desk and much more.

Q: What other renovations and refurbishments are in store for the hotel-casino?

A: Once we finish the casino floor we will renovate every room with all new finishes, furniture, paint, wallpaper, tile, etc. We will then redo the exterior of the property with new paint, new sign packages and a new pylon sign with a video screen at the corner of Las Vegas Boulevard and Ogden Avenue. We are also building a landscaped walkway, similar to that of El Cortez, which will connect the Gold Spike to the Travel Inn. It will run along the north side of the Gold Spike building. We will be adding a pool and Jacuzzi in the Travel Inn parking lot and upgrading all the rooms.

Q: What new amenities will you offer visitors and guests?

A: New dining establishments for one. These will include a new restaurant

called the Golden Grill, which will offer breakfast, lunch and dinner menu items. It will open early and remain open late.

We are also opening a new pizza place called Little Stevie's Pizzeria. Offered will be pizza (of course), pre-made sandwiches, beer, fresh-baked cookies and more hand-held fare.

We're also building a brand new, U-shaped bar that we haven't named yet. The bar's entire circumference will be covered with flat screen TVs – no matter where in the bar a patron sits, they'll be able to see a television.

We have contracted with Leroy's and they will be operating our Sports Book that will open later this year. We will have all the sport packages on TV for patrons to bet on.

Q: Will the swimming pool conversion leave enough room for parking at the new, joined facility?

A: We don't anticipate any problems with parking. Between the two existing Gold Spike parking lots, with a combined total of 90 spaces, as well as nearby downtown street and garage parking, we feel we'll have enough to accommodate guests and visitors' parking needs.

Q: How many hotel rooms will the new, merged establishment offer?

A: Approximately 170 newly-renovated and upgraded hotel rooms will be offered once we join the 58-room Travel Inn with the Gold Spike.

A palm tree- and tile-lined landscaped walk way will connect the Gold Spike with the former Travel Inn. Tables and chairs will be strategically

"Gold Standard," continued on page 4



UNION PARK RECEIVES **GOLD** CERTIFICATION



Union Park rendering.

UNION PARK, a \$6 billion, 11-million-square-foot, mixed-use project under development in the heart of downtown Las Vegas on land owned by the city, was awarded Gold certification status this summer under stage 2 by the U.S. Green Building Council (USGBC), through their LEED® (Leadership in Energy and Environmental Design) Neighborhood Development green building rating system.

Stage 2 certification is awarded by the USGBC to projects that have been approved and entitled but not completed. Union Park is the only project in the state of Nevada to be accepted in the LEED for Neighborhood Development national pilot program.

This program evaluates communities and projects on criteria such as “smart” location, use of “green” construction and technology, and water and energy conservation.

The Union Park mixed-use project is creating a “city within a city.” The 61-acre development is being designed to offer an array of cultural, entertainment, retail, office and residential opportunities

and amenities on formerly unused railroad lands. The Union Park development is embodying the very definition of recycling by transforming a fallow brownfield site into a vibrant community.

Las Vegas Mayor Oscar B. Goodman noted, “Not only is Union Park playing a central role in the revitalization of our city but it also underscores Las Vegas’ leadership when it comes to using environmentally sound development practices. It is my hope that other organizations will follow our lead and use more ‘green’ development throughout the valley.” ■

NOW AVAILABLE: 50-ACRE DEVELOPMENT SITE

The city of Las Vegas, in cooperation with the Las Vegas Convention and Visitors Authority, announces the availability of a 50-acre site for adaptive reuse. This request for proposals (RFP) will provide a qualified developer with the opportunity to create a quality dense urban-reuse project.

The site provides a number of benefits including:

- 50 acres of contiguous land
- Las Vegas Boulevard frontage
- Direct access to local and interstate freeway systems
- Inclusion in the city of Las Vegas Redevelopment Area
- Possible project funding incentives
- Proximity to Las Vegas City Hall and other large-scale development projects
- City officials that support growth and development of the area



If you believe your company has the ability to provide quality large-scale urban development in a world-class city such as Las Vegas and are interested in learning more about this opportunity, please contact the **Office of Business Development at 702.229.6551** to request a complete RFP package.

FAST TRACK PROGRAM ASSISTS NEW CAFE

THE NEWLY OPENED Gritz Café used the **Redevelopment Agency's Fast Track** program to expedite its permitting and licensing. The west Las Vegas cafe is located next to the Expertise Cosmetology Institute at 1911 Stella Lake St., Ste. 150. The cafe serves breakfast and lunch daily from 7 a.m. until 3 p.m., offering southern specialties such as chicken and waffles, fried catfish and grits.

It took owner **Trina Jiles** three years from the time she penned the business plan for “her dream” until she opened the doors to her new restaurant in January 2008.

While Jiles is a native of Las Vegas, both her mother's and father's families hail from southern Louisiana, an area known for its palette-pleasing fare.

Jiles noted that her mother, Willa Chaney, is the “backbone” of the operation, baking onsite personally-created and closely-guarded recipes for desserts such as sweet potato pie and peach cobbler.

Jiles originally envisioned opening a snack shop, but instead decided to offer breakfast and lunch menu items for nearby industry workers and cosmetology school students. Finding the general area lacking “a good southern breakfast place” and west Las Vegas in need of a “mid-scale restaurant,” she decided to open the Gritz Café, named after one of her signature dishes.

In addition to being a restaurateur,



Jiles works fulltime as an arson investigator for Clark County. Prior to working as a fire investigator, Jiles served as the first black female firefighter for the county. ■

“Gold Standard,” continued from page 2

placed along this walkway.

We're currently in the process of devising a contemporary look and feel for all our hotel rooms, something that might resemble what they've accomplished at the Red Rock Casino Resort Spa.

Q: What types of demographics will you work to attract to the new facility?

A: We'll be targeting local residents, encouraging them to play in our casino. We envision marketing our hotel rooms to college-age students throughout the Southwest, as well as Midwest families. We want to attract people that desire the experience of

staying in Las Vegas with quality service and amenities, but at a more affordable price than they can find on the Las Vegas Strip.

Q: When will the Gold Spike renovation work be completed?

A: We plan to have the whole project completed by the first quarter of 2009.

Q: Why invest in downtown Las Vegas now?

A: We want to get in on the ground-floor opportunity/potential that is currently being offered in the downtown area. We wanted to take a property like the Gold Spike, with

years and years of deferred maintenance, and revitalize it – watch it be reborn, in effect.

We foresee a lucrative and glamorous future for downtown Las Vegas within the next five to 10 years – and we want to be part of that. I have said since day one that we believe in Mayor Goodman's vision of downtown and it takes a young, motivated company such as ours offering fresh ideas and a “just get the job done” attitude to make it happen. ■

Economic Indicators

EMPLOYMENT ACTIVITY ⁽¹⁾		
Indicator	Clark County	Las Vegas*
Unemployment Rate	6.5%	6.5%
New Jobs	1,778	430
Total Employment	969,851	234,567
Goods Producing		
Natural Resources & Mining	606	22
Construction	104,847	17,777
Manufacturing	27,394	3,376
Services Producing		
Trade, Transportation & Utilities	177,992	45,033
Information	13,180	6,233
Financial Activities	51,153	17,909
Professional & Business Services	119,883	35,400
Education & Health Services	123,155	37,490
Leisure & Hospitality	288,078	36,484
Other Services	21,848	7,323
Government	40,723	27,115
Unknown/Other	993	405

Note: Employment is establishment-based (by place of work), includes multiple job holders and self-employed jobs. This data is not seasonally adjusted.
 * Estimated for Las Vegas.



TOURISM ACTIVITY				
Visitor Volume ⁽²⁾	April	May	June	Q2, 2008
Las Vegas Valley	3,265,251	3,395,991	3,179,472	9,840,714
% Change from Prior Year*:	-1.5%	0.4%	-3.1%	-1.4%
Gaming Revenue ⁽³⁾				
	April	May	June	Q2, 2008
Strip	\$524,114,000	\$513,456,000	\$486,396,000	\$1,523,966,000
Downtown	\$52,726,000	\$48,425,000	\$48,271,000	\$149,422,000
Boulder Strip	\$74,530,000	\$58,418,000	\$81,823,000	\$214,771,000
Las Vegas MSA**	\$651,370,000	\$620,299,000	\$616,490,000	\$1,888,159,000
Clark County	\$849,974,000	\$810,059,000	\$806,097,000	\$2,466,130,000
% Change from Prior Year*:				
Strip	-1.0%	-16.1%	-2.7%	-7.1%
Downtown	-6.6%	-17.2%	10.2%	-5.9%
Boulder Strip	-10.2%	-29.9%	25.8%	-7.2%
Las Vegas MSA**	-2.6%	-17.7%	1.3%	-7.0%
Clark County	-4.8%	-16.4%	2.1%	-7.0%

* Q2, 2008 % changes are measured against Q2, 2007 and will not necessarily equal the simple average of % changes by month.
 ** Las Vegas MSA, as defined by the Las Vegas Convention and Visitors Authority, is the Strip, Downtown and the Boulder Strip.

BUSINESS LICENSE ACTIVITY ⁽⁴⁾		
Jurisdiction	Licenses Issued	Total Active Licenses
Unincorporated Clark County	2,308	60,447
Henderson	872	13,359
North Las Vegas	564	8,409
Las Vegas	1,752	37,169
Las Vegas RDA*	289	5,923
Clark County**	5,496	119,384

* RDA included in Las Vegas.
 ** Excludes cities of Boulder City & Mesquite.

Real Estate Indicators

FOR-SALE ATTACHED & DETACHED RESIDENTIAL PROJECTS ⁽⁵⁾

Active Projects	Projects	Total Units	Units Unsold	Q2 Sales	Avg. Min. Asking Base Price*	Avg. Price/sf
Unincorp. Las Vegas Valley	186	35,780	12,740	1,352	\$327,338	\$169
Henderson	69	16,802	4,936	444	\$317,513	\$137
North Las Vegas	59	9,466	2,104	326	\$262,621	\$126
Las Vegas**	72	11,152	4,670	432	\$310,845	\$154
Las Vegas RDA***	3	626	81	5	\$762,081	\$308
Las Vegas Valley	386	73,200	24,450	2,554	\$314,579	\$155

Proposed Projects	Projects	Total Units Planned	Single Family Units	Multi-family Units
Unincorp. Las Vegas Valley	167	35,718	10,306	25,412
Henderson	82	14,886	6,816	8,070
North Las Vegas	48	9,125	1,173	7,952
Las Vegas	118	32,769	4,851	27,918
Las Vegas RDA***	31	15,013	56	14,957
Las Vegas Valley	415	92,498	23,146	69,352

Note: Active defined as projects having sales this quarter.

* These base asking prices are the most current available, do not include upgrades and are weighted by the number, types, prices and sizes of the new current home inventory in the selected areas.

** Excluding the RDA, the Las Vegas average minimum price and average price per sf were \$305,562/\$152.

*** RDA included in Las Vegas.

APARTMENT PROJECTS BY TYPE ⁽⁶⁾

		Expected Completion		2009	
		Q3'08 - Q4'08			
Jurisdiction	Type	Projects	Units	Projects	Units
Unincorp. Las Vegas Valley	Affordable	-	-	1	456
	Age Restricted	-	-	-	-
	Affordable & Age Restricted	-	-	-	-
	<u>Conventional</u>	<u>5</u>	<u>2,071</u>	<u>5</u>	<u>1,526</u>
	Total	5	2,071	6	1,982
Henderson	Affordable	-	-	-	-
	Age Restricted	-	-	-	-
	Affordable & Age Restricted	-	-	-	-
	<u>Conventional</u>	<u>2</u>	<u>457</u>	<u>5</u>	<u>2,264</u>
	Total	2	457	5	2,264
North Las Vegas	Affordable	1	125	-	-
	Age Restricted	-	-	-	-
	Affordable & Age Restricted	-	-	-	-
	<u>Conventional</u>	<u>1</u>	<u>408</u>	<u>7</u>	<u>3,153</u>
	Total	2	533	7	3,153
Las Vegas	Affordable	-	-	1	270
	Age Restricted	-	-	-	-
	Affordable & Age Restricted	-	-	1	600
	<u>Conventional</u>	<u>2</u>	<u>739</u>	<u>1</u>	<u>161</u>
	Total	2	739	3	1,031
Las Vegas RDA*	Affordable	-	-	-	-
	Age Restricted	-	-	-	-
	Affordable & Age Restricted	-	-	-	-
	<u>Conventional</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
	Total	0	0	0	0
Las Vegas Valley	Affordable	1	125	2	726
	Age Restricted	-	-	-	-
	Affordable & Age Restricted	-	-	1	600
	<u>Conventional</u>	<u>10</u>	<u>3,675</u>	<u>18</u>	<u>7,104</u>
	Total	11	3,800	21	8,430

Note: **Affordable** is subsidized housing under Section 42 of the IRS tax code. **Age Restricted** is senior housing, generally age 55 years and older.

* RDA included in Las Vegas.

PROPOSED APARTMENT UNITS BY QUARTER ⁽⁶⁾

Jurisdiction	Q3'08	Q4'08	2009
Unincorporated Las Vegas	895	1,176	1,982
Henderson	-	457	2,264
North Las Vegas	-	533	3,153
Las Vegas	-	739	1,031
Las Vegas RDA*	-	-	-
Las Vegas Valley	895	2,905	8,430

* RDA included in Las Vegas.

Real Estate Indicators, continued

APARTMENT RENTS & VACANCIES ⁽⁶⁾

Jurisdiction	Avg. Monthly Rent	Avg. Vacancy
Unincorp. Las Vegas Valley	\$900	7.9%
Henderson	\$991	8.0%
North Las Vegas	\$965	8.2%
Las Vegas	\$883	8.1%
Las Vegas RDA*	\$693	8.6%
Las Vegas Valley**	\$877	8.0%

* RDA included in Las Vegas.

** Valley-wide direct rent and vacancy rates weighted by units by jurisdiction.



FOR-LEASE COMMERCIAL EMPLOYMENT ⁽⁷⁾

	Existing	Under Const.	Planned
Retail Employment			
Unincorp. Las Vegas Valley	33,384	185	2,091
Henderson	15,249	923	410
North Las Vegas	6,236	659	1,731
Las Vegas	31,117	195	-
Las Vegas RDA*	1,313	-	-
Las Vegas Valley	85,986	1,963	4,232
Office Employment			
Unincorp. Las Vegas Valley	89,022	3,663	4,336
Henderson	23,509	1,067	74
North Las Vegas	3,492	246	-
Las Vegas	70,430	1,298	1,882
Las Vegas RDA*	13,739	-	-
Las Vegas Valley	186,453	6,275	6,292
Industrial Employment			
Unincorp. Las Vegas Valley	92,148	1,361	1,636
Henderson	13,984	555	0
North Las Vegas	31,519	1,115	1,082
Las Vegas	16,377	-	-
Las Vegas RDA*	8,856	-	-
Las Vegas Valley	154,027	3,031	2,719

* RDA included in Las Vegas.

FOR-LEASE COMMERCIAL INVENTORY ⁽⁷⁾

	Projects	Total Existing Space (sf)	Vacancy (%)	Average Rent (\$)	Y-O-Y Absorption (sf)	# of Forward Supply Proj.*	Under Const. (sf)	Planned (sf)
Retail Inventory								
Unincorp. Las Vegas Valley	97	15,504,780	3.1%	\$2.09	1,082,496	6	86,000	971,300
Henderson	46	7,432,731	7.7%	\$2.01	-136,160	2	450,000	200,000
North Las Vegas	20	2,953,729	5.0%	\$2.42	562,435	3	312,099	819,713
Las Vegas	83	14,440,879	3.0%	\$2.07	439,907	1	90,700	-
Las Vegas RDA**	6	724,888	18.5%	\$1.20	-95,285	-	-	-
Las Vegas Valley	246	40,332,119	4.1%	\$2.09	1,948,677	12	938,799	1,991,013
Office Inventory								
Unincorp. Las Vegas Valley	507	19,044,503	18.2%	\$2.54	290,091	24	783,710	927,503
Henderson	130	5,096,023	19.3%	\$2.64	115,483	5	231,319	16,000
North Las Vegas	27	708,704	13.8%	\$2.45	75,118	1	50,000	-
Las Vegas	349	13,994,085	11.9%	\$2.45	32,292	7	257,892	374,032
Las Vegas RDA**	63	2,545,217	5.5%	\$2.67	17,813	-	-	-
Las Vegas Valley	1,013	38,843,315	16.0%	\$2.53	512,984	37	1,322,921	1,317,535
Industrial Inventory								
Unincorp. Las Vegas Valley	1,583	55,818,775	9.2%	\$0.79	1,588,262	46	824,624	991,155
Henderson	304	9,098,286	15.5%	\$0.82	47,629	6	360,920	-
North Las Vegas	461	18,781,050	7.7%	\$0.67	608,313	18	664,407	644,959
Las Vegas	405	9,515,224	5.3%	\$0.77	88,207	-	-	-
Las Vegas RDA**	234	5,180,685	6.0%	\$0.72	9,170	-	-	-
Las Vegas Valley	2,753	93,213,335	9.1%	\$0.78	2,332,411	70	1,849,951	1,636,114

Note: Commercial inventories are based on anchored retail buildings, office buildings within office centers with at least 10,000 square feet of usable space and industrial buildings with roll-up doors.

* Forward supply is a combination of space under-construction in a quarter and space planned to begin construction within the next four quarters.

** RDA included in Las Vegas.

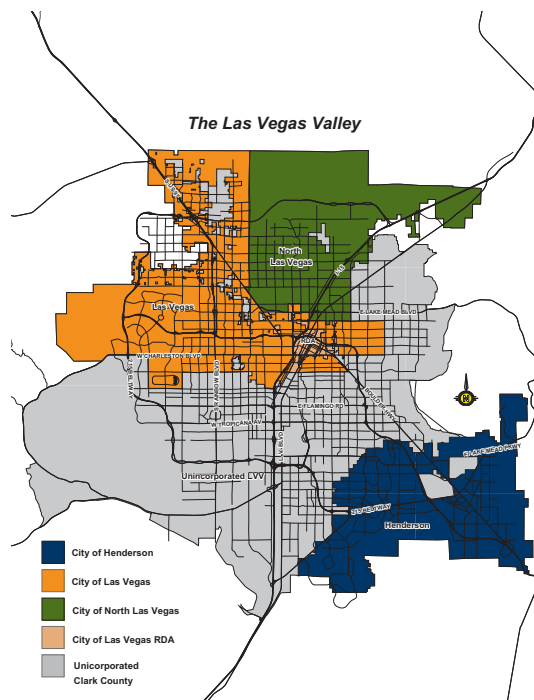
Real Estate Indicators, continued

BUILDING PERMITS / VALUE ⁽⁸⁾

Jurisdiction	Category	Single Family	Multi-family	Commercial	Hotel/Motel	Total
Unincorporated Clark County	Units	993	545	n/a	n/a	1,538
	Permits	993	104	79	17	1,193
	Valuation	\$110,727,344	\$86,702,756	\$208,161,702	\$1,186,833,966	\$1,592,425,768
	Certificates of Occupancy					713
Henderson	Units	437	24	n/a	n/a	461
	Permits	437	24	28	2	491
	Valuation	\$57,883,409	\$1,782,343	\$11,416,650	\$10,181,900	\$81,264,302
	Certificates of Occupancy					905
North Las Vegas	Units	279	756	n/a	n/a	1,035
	Permits	279	60	15	-	354
	Valuation	\$38,747,469	\$45,936,086	\$33,828,327	\$-	\$118,511,882
	Certificates of Occupancy					473*
Las Vegas	Units	367	56	n/a	n/a	423
	Permits	367	799	39	***	1,205
	Valuation	\$41,809,724	\$64,575,513	\$74,293,054	***	\$180,678,291
	Certificates of Occupancy					425
Las Vegas RDA**	Units	-	-	n/a	n/a	-
	Permits	-	-	-	***	-
	Valuation	\$-	\$-	\$-	***	\$-
	Certificates of Occupancy					-
Clark County****	Units	2,076	1,381	n/a	n/a	3,457
	Permits	2,076	987	161	19	3,243
	Valuation	\$249,167,946	\$198,996,698	\$327,699,733	\$1,197,015,866	\$1,972,880,243
	Certificates of Occupancy					2,516

* North Las Vegas records non-residential certificates of occupancy, only.
 ** RDA included in Las Vegas.

*** Las Vegas hotel/motel permits and valuation are accounted for in the commercial category.
 **** Excludes cities of Boulder City & Mesquite.



Sources:

- (1) Nevada Department of Employment, Training and Rehabilitation; U.S. Census Bureau; city of Las Vegas.
- (2) Las Vegas Convention and Visitors Authority.
- (3) Nevada State Gaming Control Board.
- (4) County and municipal governments.
- (5) Restrepo Consulting Group LLC (RCG); Hanley Wood Market Intelligence.
- (6) RCG; UNLV Center for Business and Economic Research; CB Richard Ellis.
- (7) RCG; Colliers International.
- (8) County and municipal governments; RCG.

Disclaimer: The information furnished by Restrepo Consulting Group LLC (RCG) in its quarterly reports to the city under this contract has been obtained from sources RCG deems reliable and is submitted subject to errors, omissions and changes. Although RCG has no reason to doubt its accuracy, RCG does not guarantee it.

HISTORIC LANDMARK REBORN AS DOWNTOWN CULTURAL CENTER

EVERYTHING OLD IS NEW AGAIN.

More than 450 people, many of them alumni, turned out for the Sept. 22, 2008 reopening and rededication of the **Historic Fifth Street School**. The school, which sat dormant for years, has been returned to life as a “cultural oasis” housing arts and architectural organizations. The complex also offers common areas for public or private functions including a multi-purpose performance area/auditorium, gallery space, open courtyards and the 16,000-square-foot outdoor Centennial Plaza. Rehabilitation and restoration work on this historic landmark began in mid-2004.

Approximately \$13.4 million in funding for this building’s cultural transformation was provided by the **city of Las Vegas Redevelopment Agency**. The building and its site are listed on the National Register of Historic Places and the city of Las Vegas Historic Property Register.

The school originally opened in 1936. It served for 30 years as an educational institution for first through eighth grade students.

The Historic Fifth Street School recently won a Best of 2008 Award from Southwest Contractor, a leading construction industry publication. The annual competition recognizes construction and design excellence in separate award ceremonies for Arizona, Nevada and New Mexico. Over 650 entries were received in the tri-state region. The Historic Fifth Street School rehabilitation won in the categories of “Government/Public” and “Renovation/Restoration.” ■

Contact Information:

Historic Fifth Street School • 401 S. Fourth St., Ste. 145
Las Vegas, NV 89101 • Phone: 702.229.6469
E-mail: 5thstreetschool@lasvegasnevada.gov



Exterior view of refurbished school.



Unveiling the dedication plaque.



Packed house for historic school’s re-opening.



School photos bring back memories.

NEW MARKET OPENS IN WEST LAS VEGAS

GROCERY CARTS were in short supply and some check-out lines literally reached to the back of the store after at least 400 residents lined up on Sept. 24, 2008 for the grand opening of the **Buy Low Market** at **Edmond Town Center**. West Las Vegas residents had waited for a new grocery store in this area for more than four years.

Efforts by **Ward 5 City Councilman Ricki Y. Barlow** and **city of Las Vegas Redevelopment Agency (RDA)** staff to fill the 43,720-square-foot anchor space resulted in a deal with **K.V. Mart Co.** The company currently operates several grocery store brands in California. Company representatives have expressed interest in opening stores in other locations in Las Vegas.

Incentives offered by the RDA included up to \$200,000 toward new equipment purchases and annual tenant improvement and remodeling rebates not to exceed \$100,000 per year for seven years, to be used toward Agency-approved improvements. The RDA also approved \$50,000 for exterior upgrades for the west Las Vegas grocery store through the **Commercial Visual Improvement Program**.

Concurrent with the grocery store opening, Councilman Barlow and the Redevelopment Agency organized a business



Celebrating with a ribbon cutting.

fair to provide information on available retail space at the Edmond Town Center. Representatives from organizations such as the city's **Office of Business Development** were on hand to provide business information and assistance. ■



Shoppers crowd the Buy Low aisles.

STAFF NEWCOMERS

Adrina M. Ramos



ADRINA M. RAMOS joined our department in August as a senior professional. In her new position with the city, Ramos will review Office of Business Development and Redevelopment Agency executed agreements for contract compliance. Ramos relocated to Las Vegas from Ventura County, Calif.

Ramos earned her bachelor's degree in Political Science from Trinity University in Washington, D.C. She also gained real world political experience while working as an intern for both the U.S. Senate and U.S. House of Representatives.

Upon graduating from college in 2003, Ramos obtained a real estate license and has worked in residential and commercial real estate sales for the last four years.

In 2004, she enrolled in law school at Santa Barbara College of Law. Her legal education included courses in contracts, tax law, real property and advanced mediation and dispute resolution.

Ramos is also bilingual; she is fluent in both English and Spanish. ■

Dori Walker



ANOTHER NEW FACE at our offices is Dori Walker. Walker also came onboard in August as our new office specialist II. She serves as an assistant to the Redevelopment Division. She also works with others in the Redevelopment Agency on various projects and helps with general billing and payments.

Prior to joining the city team, Walker worked as a transaction coordinator for the commercial real estate firm Grubb & Ellis|Las Vegas. She also ran the office and performed administrative work for Alpha II Realty, also located in Las Vegas.

Walker's past experience includes working for the Disney Store for 10 years and being employed for a decade as an office manager and executive assistant for four partners at an accounting firm.

An East Coast transplant, Walker relocated to Las Vegas from Manahawkin, N.J. in 1995. ■

Darren Harris



THE LATEST NEWCOMER to the OBD/RDA department is Darren Harris, who joins us as an economic development officer.

Growing up in Cleveland, Ohio, he moved to Las Vegas in April 2007 to work for the city's Planning and Development Department as a planner I. In this capacity, Harris conducted zoning compliance reviews of commercial site developments and business licenses.

Harris's focus will be on business retention, where he has experience. Prior to working for the city of Las Vegas, for two years Harris provided business retention and expansion services as a business development specialist with the Glenville Development Corporation, a private Community Development Corporation located in Cleveland, Ohio.

Harris also owned his own construction company for seven years, concentrating on commercial and residential rehabs.

Harris received his bachelor's degree in Urban Studies from Cleveland State University in 2005. He is currently working on his master's degree in Urban Planning, Design and Development. ■

OBD Staff

Administration

Scott D. Adams, director
Steve van Gorp, deputy director
Susan L. Boniella, management analyst II
Margaret Lynn Smith, administrative secretary
Mary Jane Porterfield, sr. professional
Adrina M. Ramos, sr. professional

Business Development

Romeo Betea, economic development manager
Richard Atkins, sr. economic development officer
Brenda Hughes, sr. economic development officer
June Johns, sr. economic development officer
Shani Coleman, sr. economic development officer
Darren Harris, economic development officer
Debbie Hume, secretary

Redevelopment Team

Bill Arent, redevelopment manager
Scott Carter, redevelopment officer
Stoney Douglas, sr. economic development officer
Scott Auyong, sr. economic development officer
Adam Sumner, sr. economic development officer
Ryan Haden, economic development officer
Dori L. Walker, office specialist II

Development Coordination Team

David Bratcher, redevelopment officer
Tom Burkart, sr. economic development officer

Real Estate/Asset Management Team

Julie Quisenberry, real estate specialist
JoAnn Crolli, business specialist I
Diane Rodriguez, professional

Special Thanks

Mayor Oscar B. Goodman

Mayor Pro Tem Gary Reese

Councilman Larry Brown

Councilman Steve Wolfson

Councilwoman Lois Tarkanian

Councilman Steven D. Ross

Councilman Ricki Y. Barlow

City Manager Douglas A. Selby

“Foreign Trade Zone,” continued from cover

granted FTZ status in September 2007. FTZ status is vital to the success of marketing the WJC, as European and Pacific-rim countries – prime potential tenants – are keenly aware of the benefits and cost savings of FTZs.

A Foreign Trade Zone designation allows firms to bring foreign goods or raw materials into the United States for manufacturing and/or assembling without formal customs

entry and associated costs. In addition, companies do not have to pay customs duties and government excise taxes until products leave the zone to enter the domestic market. This saves companies a tremendous amount of time, paperwork and money – making a Foreign Trade Zone a definite plus for businesses. ■

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